

Business Development Officer - Premium Sales



DEMONSTRATE BUSINESS AWARENESS AND AN ENTREPRENEURIAL MINDSET

Demonstrate keen business awareness and entrepreneurial skills to capitalise on business opportunities.

CREATE TOMORROW

We are among Sri Lanka's fastest growing Banks, driven by dynamic vision for our future. We have adopted industry best practices and world class technology. Paramount to our success is our rigorous employee selection process, where each individual is mapped to a specific task within the Bank.

Business Development Officer – Premium Sales

The Challenge

- Marketing premium financial products & services to high net worth Customers and meet pre determined targets
- Identify and build profitable relationships with key staff in client companies
- Resolve customer queries and escalations promptly and effectively
- Deliver a high level of customer service while adhering to the bank's policy guidelines
- Support and participate in marketing initiatives including outdoor campaigns
- Gain solid knowledge on product, market and competitors .

The Prerequisites

1. Completion of GCE O/L examinations. (Preferably London O/L)
2. Excellent communication skills in English
3. Willing to spend time on the field in order to meet business objectives
4. **Previous experience in Sales or customer service would be an added advantage.**
5. Full or part qualifications in SLIM/CIM will be an advantage

If you are selected, you will be offered employment on fixed term basis **(With an opportunity to move into the permanent cadre based on performance)**. With an attractive remuneration package which includes bonus on sales above industry standards and the opportunity to be a part of a dynamic, committed and customer-service oriented sales team.

Forward the completed Nations Trust Bank Standard Application form to yasith.colonne@nationstrust.com with specifying the vacancy which you are applying for on the subject line .



**Nations
TrustBank**